B 3700-1

The First National Bank of Chicago

CONSUMER FINANCE (DIRECT CASH LENDING) COMPANY RATIOS

Statement Date		12-31-74	12-31-75	12-31-76	12-31-77	12-31-78	6-30-78	6-30-79
% Cash to Total Non-Subordinated Debt	1	7.70	8.74	6.64	4.04	3.11	3.76	2.67
Ratio—Total Non-Subordinated Debt to Working Capital	2	4.19 to 1	3.70 to 1	3.37 to 1	3.24 to 1	3.83 to 1	3.29 to 1	3.97 to 1
Ratio—Total Debt to Tangible Net Worth	3	4.61 to 1	4.19 to 1	3.96 to 1	3.97 to 1	3.95 to 1	3.97 to 1	4.20 to 1
% Direct Cash Loans to Total Receivables	4	88.31	90.69	89.51	87.19	86.49	87.04	86.21
% Retail Contracts to Total Receivables	5	11.37	9.08	9.98	11.86	12.15	11.95	12.21
% Other Receivables to Total Receivables	6	.32	.23	.51	.95	1.36	1.01	1.58
% Average Monthly Cash Principal Collections to Average Net Monthly Outstandings	7	4.35	4.37	4.68	4.72	4.63	4.80	4.61
No. of Months' Collections Required to Pay Total Non-Subordinated Debt (net of cash) applying % in Ratio #7 to fiscal date net outstandings	8	16.59	15.90	15.13	15.22	16.94	15.48	16.52
% Bank Borrowings to Total Non-Subordinated Debt	9	35.55	32.20	24.99	18.59	13.44	12.37	9.23
% Open Market Borrowings to Total Non-Subordinated Debt	10	17.76	21.92	21.89	20.58	19.41	18.43	24.50
% Unused Lines to Open Market Borrowings	11	179.55	186.76	160.91	166.70	143.05	176.15	139.38
Past Due and Delinquent Accounts								
% 180 Day Accounts—No collections received for 180 days or more	12	.88	.70	.79	.50	.37	.41	.34
% 90-179 Day Accounts—No collections received for 90 to 179 days		1.46	1.33	1.14	1.13	1.14	1.05	1.14
% 60-89 Day Accounts—No collections received for 60 to 89 days		1.62	1.61	1.44	1.51	1.60	1.29	1.28
% Charges and Interest Only Accounts—Accounts on which interest, deferment or default charges only were received in the last 60 days of the period		.82	.83	.96	.96	1.10	.87	1.09
% Partial Payment Accounts—Accounts on which less than 50% of original contractual monthly payment received during last 60 days of the period	13	1.07	1.12	.75	.51	.36	.31	.27

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Name of Company Composite Ratios - Consumer Finance (Direct Cash Lending) Companies

The First National Bank of Chicago

CONSUMER FINANCE (DIRECT CASH LENDING) COMPANY RATIOS

Statement Date		12-31-74	12-31-75	12-31-76	12-31-77	12-31-78	6-30-78	6-30-79
% Reserve for Losses to Total Instalment Receivables	14	3.09	2.96	3.13	3.07	3.05	3.08	2.98
% Deferred Income to Total Instalment Receivables with Charges Included in Face Amount of Notes	15	18.45	19.41	20.25	21.27	22.63	21.95	22.56
Average Amount of Individual Loan Balances	16	$1,090.00	$1,229.00	$1,317.00	$1,443.00	$1,564.00	$1,537.00	$1604.00
Average Amount of Individual Loans Made	17	$1,283.00	$1,470.00	$1,540.00	$1,641.00	$1,792.00	$1,794.00	$1875.00
% Loans to Present Borrowers	18	69.44	70.02	68.96	68.27	65.84	65.50	65.53
% Loans to Present Borrowers with less than 10% Additional Cash Advanced (using No. of Accounts)	19	5.30	6.47	5.78	4.92	4.68	4.86	4.82
% Loans Written for Longer than 37 Months	20	14.35	16.01	17.69	22.49	28.72	27.25	29.68
% Recoveries on Loans Charged Off	21	13.57	14.71	18.10	20.20	18.46	21.45	21.44
% Net Charge-Offs to Average Net Outstandings	22	2.52	2.45	2.38	2.00	1.96	1.04	.98
Volume for Period (millions)	23	$8,449	$8,246	$9,170	$10,694	$11,812	$5,647	$5,960
Total Outstandings (millions)	24	$9,466	$9,375	$9,941	$11,344	$13,178	$12,032	$14,168
% Subordinated Term Debt to Capital Funds	25	31.66	32.28	31.27	32.32	31.74	32.30	32.23
% Preferred Stock to Capital Funds	26	6.43	7.19	6.46	5.04	4.69	4.59	4.34
% Common Stock to Capital Funds	27	5.66	5.41	5.13	3.11	2.92	3.00	2.80
% Capital and Earned Surplus to Capital Funds	28	56.25	55.12	57.14	59.53	60.65	59.92	60.63
% Net Profit to Average Net Worth	29	8.46	8.49	9.86	12.69	11.79	6.44	6.16
% Dividends to Net Profit	30	58.23	61.94	48.43	36.84	46.89	42.40	36.15
% Operating Expenses to Gross Revenue	31	54.99	57.64	58.63	56.11	54.49	54.87	54.12
% Interest Expenses to Gross Revenue	32	35.82	31.13	28.66	25.51	30.53	29.25	33.30
% Total Expenses Including Taxes to Gross Revenue	33	94.29	90.79	90.41	87.95	88.57	87.73	90.05
% Net Profit to Average Total Resources	34	1.76	1.81	2.16	2.65	2.42	1.32	1.27
Ratio—Times Fixed Charges Earned	35	1.24	1.45	1.57	1.74	1.63	1.68	1.48

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Name of Company Composite Ratios - Consumer Finance (Direct Cash Lending) Companies

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The First National Bank of Chicago

CONSUMER FINANCE (DIRECT CASH LENDING) COMPANY RATIOS

Statement Date		12-31-73	12-31-74	12-31-75	12-31-76	12-31-77	12-31-78	12-31-79
% Cash to Total Non-Subordinated Debt	1	7.62	7.70	8.74	6.64	4.04	3.11	2.32
Ratio—Total Non-Subordinated Debt to Working Capital	2	4.23 to 1	4.19 to 1	3.70 to 1	3.37 to 1	3.24 to 1	3.83 to 1	4.05 to 1
Ratio—Total Debt to Tangible Net Worth	3	4.38 to 1	4.61 to 1	4.19 to 1	3.96 to 1	3.97 to 1	3.95 to 1	4.58 to 1
% Direct Cash Loans to Total Receivables	4	88.02	88.31	90.69	89.51	87.19	86.49	86.15
% Retail Contracts to Total Receivables	5	11.68	11.37	9.08	9.98	11.86	12.15	11.82
% Other Receivables to Total Receivables	6	.30	.32	.23	.51	.95	1.36	2.03
% Average Monthly Cash Principal Collections to Average Net Monthly Outstandings	7	4.82	4.35	4.37	4.68	4.72	4.63	4.54
No. of Months' Collections Required to Pay Total Non-Subordinated Debt (net of cash) applying % in Ratio #7 to fiscal date net outstandings	8	14.71	16.59	15.90	15.13	15.22	16.94	17.56
% Bank Borrowings to Total Non-Subordinated Debt	9	33.55	35.55	32.20	24.99	18.59	13.44	13.01
% Open Market Borrowings to Total Non-Subordinated Debt	10	22.05	17.76	21.92	21.89	20.58	19.41	21.72
% Unused Lines to Open Market Borrowings	11	167.21	179.55	186.76	160.91	166.70	143.05	135.03
Past Due and Delinquent Accounts								
% 180 Day Accounts—No collections received for 180 days or more	12	.76	.88	.70	.79	.50	.37	.42
% 90-179 Day Accounts—No collections received for 90 to 179 days		1.24	1.46	1.33	1.14	1.13	1.14	1.34
% 60-89 Day Accounts—No collections received for 60 to 89 days		1.59	1.62	1.61	1.44	1.51	1.60	1.68
% Charges and Interest Only Accounts—Accounts on which interest, deferment or default charges only were received in the last 60 days of the period		.75	.82	.83	.96	.96	1.10	1.27
% Partial Payment Accounts—Accounts on which less than 50% of original contractual monthly payment received during last 60 days of the period	13	.93	1.07	1.12	.75	.51	.36	.33

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Name of Company Composite Ratios - Consumer Finance (Direct Cash Lending) Companies

The First National Bank of Chicago

CONSUMER FINANCE (DIRECT CASH LENDING) COMPANY RATIOS

Statement Date		12-31-73	12-31-74	12-31-75	12-31-76	12-31-77	12-31-78	12-31-79
% Reserve for Losses to Total Instalment Receivables	14	2.96	3.09	2.96	3.13	3.07	3.05	2.95
% Deferred Income to Total Instalment Receivables with Charges Included in Face Amount of Notes	15	18.45	18.45	19.41	20.25	21.27	22.63	23.00
Average Amount of Individual Loan Balances	16	1007.00	1090.00	1229.00	1317.00	1443.00	1564.00	1696.00
Average Amount of Individual Loans Made	17	1168.00	1283.00	1470.00	1540.00	1641.00	1792.00	2080.00
% Loans to Present Borrowers	18	61.90	69.44	70.02	68.96	68.27	65.84	66.42
% Loans to Present Borrowers with less than 10% Additional Cash Advanced (using No. of Accounts)	19	5.01	5.30	6.47	5.78	4.92	4.68	4.93
% Loans Written for Longer than 37 Months	20	13.87	14.35	16.01	17.69	22.49	28.72	31.35
% Recoveries on Loans Charged Off	21	16.05	13.57	14.71	18.10	20.20	18.46	18.32
% Net Charge-Offs to Average Net Outstandings	22	2.26	2.52	2.45	2.38	2.00	1.96	1.85
Volume for Period (millions)	23	$9,181	$8,449	$8,246	$9,170	$10,694	$11,812	$13,888
Total Outstandings (millions)	24	$9,523	$9,446	$9,375	$9,941	$11,344	$13,178	$16,238
% Subordinated Term Debt to Capital Funds	25	31.26	31.66	32.28	31.27	32.32	31.74	32.23
% Preferred Stock to Capital Funds	26	5.88	6.43	7.19	6.46	5.04	4.69	5.16
% Common Stock to Capital Funds	27	5.99	5.66	5.41	5.13	3.11	2.92	2.69
% Capital and Earned Surplus to Capital Funds	28	56.87	56.25	55.12	57.14	59.53	60.65	59.92
% Net Profit to Average Net Worth	29	10.46	8.46	8.49	9.86	12.69	11.79	11.65
% Dividends to Net Profit	30	43.18	58.23	61.94	48.43	36.84	46.89	43.69
% Operating Expenses to Gross Revenue	31	55.88	54.99	57.64	58.63	56.11	54.49	52.05
% Interest Expenses to Gross Revenue	32	27.80	35.82	31.13	28.66	25.51	30.53	35.84
% Total Expenses Including Taxes to Gross Revenue	33	89.85	94.29	90.79	90.41	87.95	88.57	91.85
% Net Profit to Average Total Resources	34	2.19	1.76	1.81	2.16	2.65	2.42	2.31
Ratio—Times Fixed Charges Earned	35	1.49	1.24	1.45	1.57	1.74	1.63	1.41

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Name of Company Composite Ratios - Consumer Finance (Direct Cash Lending) Companies